Fiscal Year 2016 budget analysis

Report Date: 8/18/2015

Tim Ford - CEO Andy Majka - CFO

Summary Budget to Budget Increase

The 2016 budget shows a 2.9% increase over the 2015 budget. There are many health care investments underway but the hospital's narrative states that they are not seeking recognition for these and therefore did not quantify them.

Utilization is budgeted at -2.9%. The budget includes a reduction (of 1.2) in FTEs. Springfield's productivity measures are mixed, but generally favorable.

The operating surplus is budgeted at 2.0% of net revenues; this is the same as was budgeted in 2015. The balance sheet is in a stable position and showing some improvement. The latest financial projections for 2015 show higher NPR and operating surplus exceeding approved budget level.

The commercial cost shift is increased by \$1.8 million. This is a combination of \$2.3 million in less revenue from Medicare and Medicaid and an improvement of \$550,000 in bad debt and free care.

Issues to Address at the Hearing

Discuss the trends being seen in bad debt and free care.

Discuss plans to stabilize the general surgery program.

Explain the various changes in utilization presented in the budget.

Describe the factors that are affecting the change in disproportionate share each year.

					B15-B16	B15-B16
	2014A	2015B	2015P	2016B	Change	% Change
Net Patient Care Revenue	\$ 49,727,116	\$ 54,360,014	\$ 55,874,200	\$ 55,936,500	\$ 1,576,486	2.9%
Other Operating Revenue	\$ 1,943,403	\$ 1,476,900	\$ 1,955,505	\$ 1,922,800	\$ 445,900	30.2%
Total Operating Revenue	\$ 51,670,519	\$ 55,836,914	\$ 57,829,705	\$ 57,859,300	\$ 2,022,386	3.6%
Total Expenses	\$ 55,453,904	\$ 54,713,914	\$ 56,396,000	\$ 56,702,000	\$ 1,988,086	3.6%
Net Operating Income	\$ (3,783,385)	\$ 1,123,000	\$ 1,433,705	\$ 1,157,300	\$ 34,300	3.1%
Operating Margin %	-7.3%	2.0%	2.5%	2.0%	0.0%	

Negret Part	Springfield Hospital											
Acute Care Awe Daily Census	Budget Budget 2015-Budge 2016	-		Projected 2015	Budget 2015	Actual 2014	Actual 2013	Key Indicators				
Total Average Daily Census 25								Utilization				
Acute Average Length of Stay Acute Admissions 1.945 1.933 2.049 2.012 2.010 116 Total Bests (Staffed) 43 43 43 43 43 43 43 43 43 43 43 43 43	-0.4 5.0	6 -0.4	26.6	24.1	21.6	22.0	23.4	Acute Care Ave Daily Census				
Acute Admissions	0 5.	8 0	28	25	23	23	25	Total Average Daily Census				
Total Bards (Staffed)			-		3.8			Acute Average Length of Stay				
Adjusted Admissions			,	,	, ,							
Adjusted Days		-	-									
Capital			,	,	, ,	, ,		,				
Age of Plant	107 7,415.	0 10/	40,490	35,917	33,075	32,968	37,210					
Long Ferm Debt to Capitalization 28.0% 33.5% 25.1% 27.8% 21.6% 8.3% 23.2% 125.2% 94.9% 45.5% 52.6% 52.8% 125.8% 94.9% 45.5% 52.6% 52.6% 52.8% 52.6% 52.8% 52.6% 52.8%	2.7	2 2 7	14.2	12.2	14.2	11.5	10.4					
Capital Expenditures to Depreciation 78.8% 127.8% 72.3% 125.2% 94.9% -55.5% Debt per Staffed Bed 484,507 511,137 511,763 517,907 548,021 2.6.66 Net Prop, Plant & Equip per Staffed Bed 331,537 338,307 598,186 334,265 599,935 259,879 Debt Service Coverage Ratio 1.0 -1.1 2.9 1.3 1.4 4.0 Debt Service Coverage Ratio 1.0 -1.1 2.9 1.3 1.4 4.0 Debt Service Coverage Ratio 1.0 -1.1 2.9 1.3 1.4 4.0 Deduction % 50.7% 52.8% 52.6% 52.8% 55.5% 0.15% Bad Debt % of Gross Revenue 4.0% 3.7% 4.3% 3.6% 3.6% 3.6% 0.5% Free Care % of Gross Revenue 3.7% 3.3% 3.0% 2.4% 2.2% 0.2% Departing Margin % -2.9% -7.3% 2.0% 2.5% 2.0% 9.3% Total Margin % 4.4% -12.2% 4.6% 3.5% 3.7% 4.3% 0.4% Mediciar Net Patient Revenue % of Gross Rev (incl Phys) 50.2% 41.1% 46.8% 46.3% 40.7% 4.5% Mediciar Net Patient Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% **Pree Table The Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% **Pree Table The Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% **Pree Table The Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% **Pree Table The Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% **Pree Table The Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% **Pree Table The Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% **Pree Table The Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% **Pree Table The Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% **Pree Table The Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% **Pree Table The Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3%								0				
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Coperating Margin % C-99% C-7.3%	0.5% -0.6%	6 0.5%	3.6%	3.6%	4.3%	3.7%	4.0%	Bad Debt % of Gross Revenue				
Coperating Margin % C-2.9% C-7.3%	-0.2% -0.6%	6 -0.2%	2.5%	2.4%	3.0%	3.3%	3.7%	Free Care % of Gross Revenue				
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Medicare Net Patient Revenue % of Gross Rev (incl Phys) 50.2% 41.1% 46.8% 46.3% 40.7% 5.7% Medicaid Net Patient Revenue % of Gross Rev (incl Phys) 34.0% 30.9% 30.3% 28.8% 30.5% -0.6% Comm/self pay Net Patient Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% -8.3% Froductivity Froductivity Froductivity Fresh Capture Fresh	16.7% -0.9%	6 16.7%	3.7%	3.5%	4.6%	-12.2%	4.4%					
Medicaid Net Patient Revenue % of Gross Rev (incl Phys) 34.0% 30.9% 30.3% 28.8% 30.5% -0.6% Comm/self pay Net Patient Revenue % of Gross Rev (incl Phys) 52.8% 59.4% 51.1% 52.8% 53.3% -8.3% Productivity Adjusted Admissions Per FTE 27.6 26.2 28.7 28.1 28.0 2.5 FTEs per 100 Adj Discharges 3.6 3.8 3.5 3.6 3.6 -0.3 Overhead Expense w/ fringe, as a % of Total Operating Exp 22.9% 22.1% 21.7% 21.0% 21.2% -0.4% FTEs Per Adjusted Occupied Bed 3.0 3.4 3.3 3.0 2.7 -0.1 Cost per Adjusted Admission 6,070 6,983 6,364 6,865 6,791 (619) Salary & Benefits per FTE - Non-MD 69,851 71,522 71,209 77,119 72,908 (313) Cost per Adjusted Admission 52.0% 52.9% 49.1% 49.2% 48.7% -3.8%	-0.4% -1.9%	6 -0.4%	43.3%	45.1%	45.2%	45.6%	47.7%	All Net Patient Revenue % of Gross Rev				
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FTES Per Adjusted Occupied Bed 3.0 3.4 3.3 3.0 2.7 -0.1 Cost Cost per Adjusted Admission 6,070 6,983 6,364 6,865 6,791 (619) Salary & Benefits per FTE - Non-MD 69,851 71,522 71,209 77,119 72,908 (313) Compensation Ratio 52.0% 52.9% 49.1% 49.2% 48.7% -3.8% Capital Cost % of Total Expense 4.8% 4.5% 4.4% 4.5% 4.8% -0.1% Liquidity Current Ratio 2.5 1.8 1.7 2.1 1.8 (0.1) Days Cash on Hand 117.4 101.3 53.0 116.9 105.3 (48.3) Cash to Long Term Debt 1.7 1.7 0.8 2.1 1.9 (0.8) Payer DSH % of Total NPR 3.3% 3.4% 4.5% 4.4% 2.7% 1.1% Medicaid % of Total NPR (incl. DSH) 14.8% 12.9% 12.8%	-0.3 0.3	6 -0.3	3.6	3.6	3.5	3.8	3.6	FTEs per 100 Adj Discharges				
FTES Per Adjusted Occupied Bed 3.0 3.4 3.3 3.0 2.7 -0.1 Cost Cost per Adjusted Admission 6,070 6,983 6,364 6,865 6,791 (619) Salary & Benefits per FTE - Non-MD 69,851 71,522 71,209 77,119 72,908 (313) Compensation Ratio 52.0% 52.9% 49.1% 49.2% 48.7% -3.8% Capital Cost % of Total Expense 4.8% 4.5% 4.4% 4.5% 4.8% -0.1% Liquidity Current Ratio 2.5 1.8 1.7 2.1 1.8 (0.1) Days Cash on Hand 117.4 101.3 53.0 116.9 105.3 (48.3) Cash to Long Term Debt 1.7 1.7 0.8 2.1 1.9 (0.8) Payer DSH % of Total NPR 3.3% 3.4% 4.5% 4.4% 2.7% 1.1% Medicaid % of Total NPR (incl. DSH) 14.8% 12.9% 12.8%	-0.4% -0.49	6 -0.4%	21.2%	21.0%	21.7%	22.1%	22.9%	Overhead Expense w/ fringe, as a % of Total Operating Exp				
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Days Cash on Hand 117.4 101.3 53.0 116.9 105.3 (48.3) Cash to Long Term Debt 1.7 1.7 0.8 2.1 1.9 (0.8) Payer DSH % of Total NPR 3.3% 3.4% 4.5% 4.4% 2.7% 1.1% Medicaid % of Total NPR (incl. DSH) 14.8% 12.9% 12.8% 12.3% 13.4% -0.2%								Liquidity				
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Payer DSH % of Total NPR 3.3% 3.4% 4.5% 4.4% 2.7% 1.1% Medicaid % of Total NPR (incl. DSH) 14.8% 12.9% 12.8% 12.3% 13.4% -0.2%	(0.8) 1.0	(0.8)	1.9	2.1	0.8	1.7	1.7					
DSH % of Total NPR 3.3% 3.4% 4.5% 4.4% 2.7% 1.1% Medicaid % of Total NPR (incl. DSH) 14.8% 12.9% 12.8% 12.3% 13.4% -0.2%	, ,1											
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Acute Care Ave Daily Census	23.4	22.0	21.6	24.1	26.6	-0.4	5.0
Total Average Daily Census	25	23	23	25	28	0	5.0
Acute Average Length of Stay	4.4	4.2	3.8	4.4	4.8	-0.3	1.0
Acute Admissions	1,945	1,933	2,049	2,012	2,010	116	-39.0
Total Beds (Staffed)	43	43	43	43	43	0	0.0
Adjusted Admissions	8,475	7,941	8,597	8,215	8,350	656	-247.2
Adjusted Days	37,210	32,968	33,075	35,917	40,490	107	7,415.5
Capital	10.1		110	10.0	110		
Age of Plant	10.4	11.5	14.2	12.2	14.2	2.7	0.0
Long Term Debt to Capitalization	28.0% 78.8%	33.5% 127.8%	25.1% 72.3%	27.8% 125.2%	21.6% 94.9%	-8.3% -55.5%	-3.5% 22.6%
Capital Expenditures to Depreciation Debt per Staffed Bed	484,507	511,137	513,763	517,907	548,021	2,626	34,258
Net Prop, Plant & Equip per Staffed Bed	331,537	338,307	598,186	334,265	599,935	259,879	1,749
Debt Service Coverage Ratio	1.0	-1.1	2.9	1.3	1.4	4.0	-1.5
Revenue	210			110	211		1.5
Deduction %	50.7%	52.8%	52.6%	52.8%	55.5%	-0.1%	2.8%
Bad Debt % of Gross Revenue	4.0%	3.7%	4.3%	3.6%	3.6%	0.5%	-0.6%
Free Care % of Gross Revenue	3.7%	3.3%	3.0%	2.4%	2.5%	-0.2%	-0.6%
Operating Margin %	-2.9%	-7.3%	2.0%	2.5%	2.0%	9.3%	0.0%
Total Margin %	4.4%	-12.2%	4.6%	3.5%	3.7%	16.7%	-0.9%
All Net Patient Revenue % of Gross Rev	47.7%	45.6%	45.2%	45.1%	43.3%	-0.4%	-1.9%
Medicare Net Patient Revenue % of Gross Rev (incl Phys)	50.2%	41.1%	46.8%	46.3%	40.7%	5.7%	-6.1%
Medicaid Net Patient Revenue % of Gross Rev (incl Phys)	34.0%	30.9%	30.3%	28.8%	30.5%	-0.6%	0.2%
Comm/self pay Net Patient Revenue % of Gross Rev (incl Phys)	52.8%	59.4%	51.1%	52.8%	53.3%	-8.3%	2.2%
Productivity							
Adjusted Admissions Per FTE	27.6	26.2	28.7	28.1	28.0	2.5	-0.7
FTEs per 100 Adj Discharges	3.6	3.8	3.5	3.6	3.6	-0.3	0.1
Overhead Expense w/ fringe, as a % of Total Operating Exp	22.9%	22.1%	21.7%	21.0%	21.2%	-0.4%	-0.4%
FTEs Per Adjusted Occupied Bed	3.0	3.4	3.3	3.0	2.7	-0.1	-0.6
Cost							
Cost per Adjusted Admission	6,070	6,983	6,364	6,865	6,791	(619)	427
Salary & Benefits per FTE - Non-MD	69,851	71,522	71,209	77,119	72,908	(313)	1,699
Compensation Ratio	52.0%	52.9%	49.1%	49.2%	48.7%	-3.8%	-0.3%
Capital Cost % of Total Expense	4.8%	4.5%	4.4%	4.5%	4.8%	-0.1%	0.4%
Liquidity	4.070	4.570	4.470	1.370	4.070	0.170	0.470
Current Ratio	2.5	1.8	1.7	2.1	1.8	(0.1)	0.1
Days Cash on Hand	117.4	101.3	53.0	116.9	105.3	(48.3)	52.3
						· '	
Cash to Long Term Debt	1.7	1.7	0.8	2.1	1.9	(0.8)	1.0
Payer			1				
DSH % of Total NPR	3.3%	3.4%	4.5%	4.4%	2.7%	1.1%	-1.8%
Medicaid % of Total NPR (incl. DSH)	14.8%	12.9%	12.8%	12.3%	13.4%	-0.2%	0.7%
Medicare % of Total NPR (incl. DSH)	42.1%	38.8%	39.0%	42.1%	39.6%	0.1%	0.6%
Commercial % of Total NPR (incl. DSH)	39.8%	44.9%	43.8%	41.2%	44.3%	-1.1%	0.5%
Employed							
Non-MD FTEs	307.1	303.3	299.7	292.6	298.4	(3.6)	(1.2)
Physician FTEs	14.2	16.0	23.0	14.0	24.6	6.9	1.6
Travelers	-	-	-	-	-	-	-
Outpatient							
All Outpatient Visits	77,415	76,247	81,000	78,000	81,000	4,753	0
Operating Room Procedure	1,160	1,173	1,307	1,270	1,321	134	14
1 0		· · ·	- 1,507	· ·			14
Observation Units	-	-	-	-	-	-	-

Green Mountain Care Board

Springfield Hospital ANALYSIS AND QUESTIONS

- 1) The hospital is submitting an 2.8% increase in overall rates. Will that amount, on average, be the increase that commercial payers will be paying? Describe the different reimbursement agreements you may have when contracting with commercial payers.
- 2) Springfield has submitted a 2.9% NPR increase. There are many health care initiatives underway but the narrative clearly states they "...are not seeking recognition of any exceptional expenditures relating to health reform".
 - a) How does Springfield currently evaluate these efforts? Are all such investments actually managed within the FQHC?
- 3) The narrative discusses the plan to stabilize the General Surgery program and states that 2.5 physician FTEs is appropriate for their service area. Did the evaluation include review of access, quality of care, waiting times, etc? How is "need" determined?
- 4) Utilization metrics show a number of increases and decreases with overall utilization decreasing.
 - a) Why is length of stay increasing so much? Is it the psychiatric program?
 - b) OR procedures are almost level, MRIs are way up. Explain.
 - c) Why are physician office visits not being recorded?
- d) On the rate page, there appears to be a shift in NPR utilization from self pays to other payers. Describe the increases you are seeing in NPR utilization across payers.

Springfield Hospital ANALYSIS AND QUESTIONS

- 5) Bad debt and free care levels are the highest in the state and have come down from 7.7% of gross revenues in 2013 to 6.1% in the 2016 budget.
- a) Describe the recent changes you have seen in terms of caseloads, patient coverages, billing disputes, etc. that might be influencing the changes. Is there any evidence this is related to higher enrollment and/or shift to Medicaid? Describe any changes in reporting that are influencing this.
- b) What would the rate request have been, all things being equal, if your bad debt and free care levels remained at the 2015 budget level of 7.3%.
- 6) The 2015 projection shows higher NPRs and a surplus of \$1.4 million vs. a budget of \$1.1 million. Are these projections still valid? If not, describe any material changes.
- 7) Springfield states in the narrative that CMS rule changes will lower Medicare reimbursement related to the disallowance of the provider tax.
 - a) Quantify the loss of revenue in the 2016 budget.
- b) Springfield states that there may be liability back to FY 2010. What is the scope of this liability? How are you accounting for this potential liability? Is this problem unique to Critical Access Hospitals?
- 8) Is there any meaningful use or 340B funds budgeted in other operating revenues? If so, provide a schedule that quantifies these funds.
- 9) What are the factors that result in disproportionate share changing from \$2.4 million to \$1.5 million in 2016?
- 10) The cash flow statement shows a large increase in cash listed as "other changes". Is this a transfer from your parent organization? Describe this change.
- 11) Provide your estimates for capital spending from 2017 to 2019.

PROFIT & LOSS STATEMENT

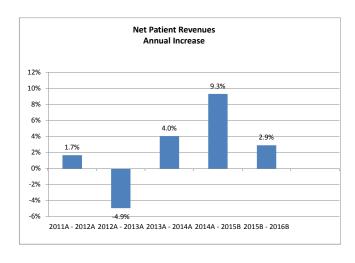
	2244	22450		20152	-	2015B-
DEVENUES	2014A	2015B	2015P	2016B	2015B-2016B	2016B
REVENUES	¢25 622 004	627.252.474	620.002.245	620 245 002	62.002.440	40.60/
INPATIENT	\$25,632,904	\$27,352,474	\$28,982,215	\$30,245,893	\$2,893,419	10.6%
OUTPATIENT	\$79,564,185	\$87,282,562	\$89,294,185	\$95,308,667	\$8,026,105	9.2%
PHYSICIAN	\$0	\$0	\$0	\$0	\$0	0.0%
CHRONIC REHAB	\$0	\$0	\$0	\$0	\$0	0.0%
SNF/ECF	\$0	\$0	\$0	\$0	\$0	0.0%
SWING BEDS	\$107,388	\$127,811	\$55,000	\$90,640	-\$37,171	-29.1%
GROSS PATIENT CARE REVENUE	\$105,304,477	\$114,762,847	\$118,331,400	\$125,645,200	\$10,882,353	9.5%
DISPROPORTIONATE SHARE PAYMENTS	\$1,682,709	\$2,435,500	\$2,453,700	\$1,507,724	-\$927,776	-38.1%
BAD DEBT	-\$3,948,148	-\$4,906,400	-\$4,250,500	-\$4,559,200	\$347,200	7.1%
FREE CARE	-\$3,430,999	-\$3,461,100	-\$2,784,300	-\$3,083,706	\$377,394	10.9%
GRADUATE MEDICAL EDUCATION	\$0	\$0	\$0	\$0	\$0	0.0%
DEDUCTIONS FROM REVENUE	-\$49,880,923	-\$54,470,833	-\$57,876,100	-\$63,573,518	-\$9,102,685	-16.7%
NET PATIENT CARE REVENUE	\$49,727,116	\$54,360,014	\$55,874,200	\$55,936,500	\$1,576,486	2.9%
OTHER OPERATING REVENUE	\$1,943,403	\$1,476,900	\$1,955,505	\$1,922,800	\$445,900	30.2%
TOTAL OPERATING REVENUE	\$51,670,519	\$55,836,914	\$57,829,705	\$57,859,300	\$2,022,386	3.6%
OPERATING EXPENSE						
TOTAL OPERATING EXPENSE	55,453,904	54,713,914	56,396,000	56,702,000	\$1,988,086	3.6%
			, ,		. , ,	
NET OPERATING INCOME (LOSS)	-\$3,783,385	\$1,123,000	\$1,433,705	\$1,157,300	\$34,300	3.1%
(2003)	ψ3), σ3)3σ3	Ψ1/123/000	ψ±, 100,700	ψ1)137,300	ψ5 .,500	3.170
NON-OPERATING REVENUE	-\$2,238,019	\$1,495,000	\$621,695	\$1,015,000	-\$480,000	-32.1%
	<i>\$2,230,013</i>	71,133,000	Ψ0 2 1,033	ψ <u>1</u> ,013,000	Ç 100,000	32.1/0
EXCESS (DEFICIT) OF REVENUE OVER						
EXPENSE	-\$6,021,404	\$2,618,000	\$2,055,400	\$2,172,300	-\$445,700	-17.0%
L/II LIIOL	-70,021,404	72,010,000	72,033,400	72,172,300	-5-4-5,700	17.070

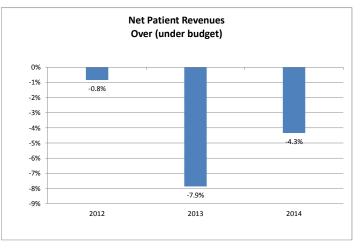
Physician revenue activity is included in the Outpatient revenue line. GMCB staff are working with hospitals to consistently align and report the information.

Favorable changes in bad debt and free care will be discussed.

Higher expenses are driven primarily by fringe benefits and physician salaries, depreciation, and provider tax.

Operating income is steady and is something Springfield is striving for improving (2% target).





NET PATIENT REVENUE PAYER MIX

Payer mix describes the reimbursement and patient change that occurs from year to year.

Net Patient Revenue - All	В	ud 15 Total	Bud 16 Total		Change
Disproportionate share	\$	2,435,500	\$	1,507,724	\$ (927,776)
Medicaid	\$	6,936,878	\$	7,516,919	\$ 580,041
Medicare	\$	21,179,321	\$	22,146,430	\$ 967,109
Commercial/self pay/Wcomp	\$	23,808,315	\$	24,765,427	\$ 957,112
TOTAL	\$	54,360,014	\$	55,936,500	\$ 1,576,486
					2.9%

This schedule presents net patient revenue change for the hospital. Essentially, this is a summary of who will pay the bill for the increases in the budget.

The 2016 budget shows a 2.9% increase over the 2015 budget. This is within the GMCB target.

NPR shows a 2.9% increase over the 2015 budget. This increase can be described as follows:

	M	% Share	
Rate Increase	\$	0.4	0.8%
Commercial Ask Negotiations	\$	-	0.0%
Physician Practice Transfers	\$	-	0.0%
Bad Debt/Free Care Improvement	\$	-	0.0%
Disproportionate Share Loss	\$	(1.5)	-2.8%
Utilization Gain/Loss	\$	2.6	4.9%
Health Care Reform Investments	\$	-	0.0%
Other Change	\$	-	0.0%
	\$	1.6	2.9%

Favorable changes in utilization were offset some by a reduction in disproportionate share.

NET PATIENT REVENUE PAYER MIX

Payer mix describes the reimbursement and patient change that occurs from year to year.

Net Patient Revenue - Hospital		Bud 15 Total	Bud 16 Total		Change	
Disproportionate share	\$	2,435,500	\$	1,507,724	\$	(927,776)
Medicaid	\$	6,561,163	\$	6,927,649	\$	366,486
Medicare	\$	20,250,247	\$	21,382,939	\$	1,132,692
Commercial/self pay/Wcomp	\$	22,128,532	\$	23,498,251	\$	1,369,719
	١					
TOTAL	\$	51,375,442	\$	53,316,563	\$	1,941,121

Net Patient Revenue - Physician		Bud 15 Total	Bud 16 Total		Change	
Disproportionate share					\$	_
Medicaid	\$	375,715	\$	589,270	\$	213,555
Medicare	\$	929,074	\$	763,491	\$	(165,583)
Commonsial /a alf may /\A/sama	<u>ر</u>	1 (70 70)	Ċ	1 207 170	Ċ	(412.607)
Commercial/self pay/Wcomp	\$	1,679,783	\$	1,267,176	\$	(412,607)
TOTAL	\$	2,984,572	\$	2,619,937	\$	(364,635)

Net Patient Revenue - All	Bud 15 Total	Bud 16 Total		Change	
Disproportionate share	\$ 2,435,500	\$	1,507,724	\$	(927,776)
Medicaid	\$ 6,936,878	\$	7,516,919	\$	580,041
Medicare	\$ 21,179,321	\$	22,146,430	\$	967,109
Commercial/self pay/Wcomp	\$ 23,808,315	\$	24,765,427	\$	957,112
	_				·
TOTAL	\$ 54,360,014	\$	55,936,500	\$	1,576,486

This schedule breaks out the net patient revenue change s between hospital and physician services.

You will note that the B15-B16 changes by payer may very well differ significantly when examining hospital vs. physician. This is because price changes, reimbursement, and utilization will differ for those services.

Our analysis finds an increase in hospital Commercial and Medicare NPR and a decrease in Physician Commercial and Medicare. Springfield will explain these trends.

The disproportionate share change has been verified and the reduction has an unfavorable effect on rate.

RATE TREND AND SOURCE OF REVENUES

Rate is the average change in price for services provided.

	Budget 2013 Approved	Budget 2014 Approved	Budget 2015 Approved	Budget 2016 Submitted	Average Annual 2014-2015
Springfield Hospital	6.0%	4.6%	5.5%	2.8%	5.4%
Weighted Average All Hospitals				4.3%	

		Gross revenue from	Net revenue from	
	Bud 16 Total	Rates	Rates	
Hospital Inpatient	3.0%			
Hospital Outpatient	3.0%			
Professional Services	0.0%			
Nursing Home	0.0%			
Home Health	3.0%			
Other	0.0%			
Summary price request	2.8%	\$ 3,382,322	\$ 443,252	\Longrightarrow
barrary price request	2.370	9,302,322	443,232	

Commercial Payer	Self Pay/Other	Medicaid	Medicare	
¢ 266.630	¢ 46.166	¢ 20.457	c	

	Gross Revenue from Other	n Ne	t revenue from Other	
Utilization		\$	2,640,952	
Dispro share change		\$	(1,507,724)	
Summary Other (non-price) request	\$ 7,500,03	2 \$	1,133,228	
Total NPR Increase Due to Price and Other	\$ 10,882,35	1 \$	1,576,480	

Commercial Payer		Self Pay/Other		Medicaid		Medicare	DSH
\$	1,569,802	\$ (445,543) \$	549,584	\$	967,109	\$ -
\$	-	\$ -	\$	-	\$	-	\$ (1,507,724)
\$	1,569,802	\$ (445,543) \$	549,584	\$	967,109	\$ (1,507,724)
_							
\$	1,936,431	\$ (399,377) \$	580,041	\$	967,109	\$ (1,507,724)

The rate increase is 2.8% with a 3.0% increase budgeted for both inpatient and outpatient services and 3% increase budgeted for home health services. The rate will generate \$443 thousand of the overall \$1.6 million increase in Net patient revenues (NPR).

Other changes in NPR not affected by rate include utilization increases offset some by a disproportionate share payment reduction.

	2012A	2013A	2014A	2015B	2015P	2016B	B15-B16 Change	
Utilization								
								Budgeted 2016 utilization (adju
ADJUSTED ADMISSIONS	9,346	8,475	7,941	8,597	8,215	8,350	-2.9%	admissions) shows a decline from
ACUTE ADMISSIONS	2,270	1,945	1,933	2,049	2,012	2,010	-1.9%	2015 budget levels.
AVERAGE LENGTH OF STAY	4.2	4.4	4.2	3.8	4.4	4.8	26.0%	
								There is also an increase in len
OUTPATIENT OPERATING ROOM PROCEDU	1,354	1,160	1,173	1,307	1,270	1,321	1.1%	of stay. Springfield is budgetin
LABORATORY TESTS	455,363	464,824	484,126	498,121	434,352	444,416	-10.8%	decrease in laboratory tests an
EMERGENCY ROOM VISITS	15,017	14,888	14,425	14,538	15,069	14,900	2.5%	significant increase in MRIs. Th
RADIOLOGY-DIAGNOSTIC & CT SCANS	21,716	20,477	21,044	20,352	20,509	19,894	-2.3%	will be asked to address the
MRIs	1,070	1,211	1,329	1,507	1,654	1,802	19.6%	utilization changes.
PHYSICIAN OFFICE VISITS	-	-	-	24,700	-	26,300	6.5%	
CLINIC VISITS	4,141	3,225	2,724	2,946	2,472	2,750	-6.7%	
Staffing								
NON-MD FTE	296	307	303	300	293	298	-1.2	
TRAVELERS	-	-	-	-	-	-	0.0	
RESIDENTS & FELLOWS	-	-	-	-	-	-	0.0	Non MD staffing is decreasing
MLPs	-	-	-	-	-	-	0.0	1.2 and MDs are increasing by
PHYSICIAN FTEs	19.8	14.2	16.0	23.0	14.0	24.6	1.6	
TOTAL MD AND NON MD FTES	315.6	321.3	319.3	322.6	306.6	323.0	0.4	
								Productivity indicators are mix
SALARY PER FTE - NON-MD	54,560	52,608	54,807	55,252	55,483	55,856	1.1%	but most are favorable.
SALARY & BENEFIT PER FTE - NON-MD	72,600	69,851	71,522	71,209	77,119	72,908	2.4%	
FTES PER ADJUSTED OCCUPIED BED	2.8	3.0	3.4	3.3	3.0	2.7	-18.6%	
FTES PER 100 ADJUSTED DISCHARGES	3.2	3.6	3.8	3.5	3.6	3.6	2.5%	

BALANCE SHEET & INDICATORS

	2014A	2015B	2015P	2016B
Cash & Investments Total Current Assets Total Board Designated Assets Total Net, Property, Plant And Equi Other Long-Term Assets Total Assets	\$13,584,708	\$1,999,922	\$11,668,850	\$11,222,000
	\$23,964,364	\$17,674,622	\$23,988,100	\$23,540,000
	\$1,189,927	\$5,647,000	\$5,690,000	\$4,500,000
	\$14,547,206	\$25,722,006	\$14,373,400	\$25,797,200
	\$0	\$0	\$0	\$0
	\$39,701,497	\$49,043,628	\$44,051,500	\$53,837,200
Total Current Liabilities Long-Term Debt Other Noncurrent Liabilities Total Fund Balance Total Liabilities and Equities	\$13,063,621	\$13,042,840	\$13,891,000	\$15,208,900
	\$8,915,272	\$9,048,971	\$8,379,000	\$8,356,000
	\$0	\$0	\$0	\$0
	\$17,722,604	\$26,951,817	\$21,781,500	\$30,272,300
	\$39,701,497	\$49,043,628	\$44,051,500	\$53,837,200

The hospital's overall balance sheet shows a continued improvement in net assets (fund balance).

Debt is trending lower and cash is increasing. A question has been raised about the increased cash. Board Designated Assets are lower in 2016.

Hospital				
Net Increase/Decrease in Cash	\$ (895,341)	\$ (1,200,079)	\$ (1,915,858)	\$ 9,222,078
Days Cash on Hand	101	53	117	105
Cash to Long Term Debt	1.7	0.8	2.1	1.9
Long Term Debt to Capitalization	33.5%	25.1%	27.8%	21.6%
Debt Service Coverage Ratio	-1.1	2.9	1.3	1.4

System Average				
Net Increase/Decrease in Cash	\$ 54,485,472	\$ 74,776,400	\$ 21,398,061	\$ (11,067,200)
Days Cash on Hand	176	181	185	180
Cash to Long Term Debt	1.9	1.6	1.7	1.7
Long Term Debt to Capitalization	29.6%	32.3%	32.6%	31.3%
Debt Service Coverage Ratio	3.3	3.1	2.9	2.8

Cash is expected to improve significantly in Budget 2016. Debt indicators also show improvement in the next year.

Cash on hand less than the system average.

Debt measures are improving and the debt position is favorable compared to the system.

CAPITAL BUDGET

	2014 Actuals	2015 Budget Approved	2015 Projection	2016 Budget	2017 Plan	2018 Plan	2019 Plan
Non-Certificate of Need Capital Purchases	\$2,806,695	\$2,098,895	\$2,750,288	\$2,101,200			
Certificate of Need Capital Plans		\$0	\$0	\$0	\$0	\$0	\$0
Total Capital Purchases	\$2,806,695	\$2,098,895	\$2,750,288	\$2,101,200			

Hospital					
Age of Plant (years)	11.5	14.2	12.2	14.2	helps understand the status of all fixed assets
Capital Expenditures to Depreciation	127.8%	72.3%	125.2%	94.9%	helps to understand current level of capital spend
Capital Cost % of Budget	4.5%	4.4%	4.5%	4.8%	helps understand relative share of depr & interest

System Average				
Age of Plant (years)	10.2	10.9	11.0	11.9
Capital Expenditures to Depreciation	80.6%	122.4%	131.0%	95.1%
Capital Cost % of Budget	5.9%	6.0%	5.9%	5.8%

Age of plant is steady in Bud 16 and is older than the Vermont hospital system.

Springfield capital expenditures to depreciation are close to the overall system level. Capital cost as a % of budget, remains steady, and is favorable compared to the system.

All of their capital spending is planned to be Non CON items including both building improvements and equipment with no single items in excess of \$500,000.

	2016	2017	2018	2019
Non Certificate of Need Detail	Budget	Plan	Plan	Plan
Construction in Progress (Non-CON>\$500K)	\$0	\$0	\$0	\$0
Land & Land Improvements (Non-CON >\$500K)	\$0	\$0	\$0	\$0
Total Buildings & Building Improvements (Non-CON >\$500K)	\$0	\$0	\$0	\$0
Total Fixed Equipment (Non-CON >\$500K)	\$0	\$0	\$0	\$0
Total Major Movable Equipment (Non-CON >\$500K)	\$0	\$0	\$0	\$0
Other Non CON Items under \$500,000	\$2,101,200	\$ -	\$ -	\$ -
Total Non-Certificate of Need Capital Purchases	\$ 2,101,200	\$ -	\$ -	\$ -

Certificate of Need Plans

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